

**THE THIRTIETH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:



Operating



Capital

Legal Name of Requesting Organization or Individual: Db:

Hispanic Chamber of Commerce Hawaii

Amount of State Funds Requested: \$ 150,000

Brief Description of Request (Please attach word document to back of page if extra space is needed):

This grant will empower Hispanics and Hispanic-owned businesses, Hawaii's fastest-growing yet underrepresented group, comprising 11% of the state population. Through this funding, the Hispanic Chamber of Commerce Hawaii (HCCH) will deliver programs in Hawaii, Honolulu, Kauai and Maui counties designed to uplift low- to moderate-income individuals and promote economic equity. Key initiatives include: (1) Small-Business Training and Mentorship: Providing tailored workshops and one-on-one mentorship for Hispanic entrepreneurs to foster business growth and resilience. (2) Financial Literacy Programs: Offering essential education on budgeting, credit management, and investment strategies to enhance financial stability. (3) Cultural Events and Community Engagement: Hosting events to celebrate Hispanic heritage, build public awareness, and unify diverse communities.

These efforts will address systemic economic disparities, strengthen small businesses, and promote diversity, inclusion, and community well-being across Hawaii.

Amount of Other Funds Available:

State: \$ 10,000

Federal: \$ \_\_\_\_\_

County: \$ \_\_\_\_\_

Private/Other: \$ \_\_\_\_\_

Total amount of State Grants Received in the Past 5

Fiscal Years:

\$ 10,000

Unrestricted Assets:

\$ \$9,540

New Service (Presently Does Not Exist): ☐ Existing Service (Presently in Operation): ☒

Type of Business Entity:



501(C)(3) Non Profit Corporation



Other Non Profit



Other

Mailing Address:

PO BOX 893234

City:

Mililani

State:

HI

Zip:

96789

Contact Person for Matters Involving this Application

Name:

Barbara De Lucca

Title:

President

Email:

president@hcchawaii.org

Phone:

808-683-8244



Authorized Signature

Barbara De Lucca, President

Name and Title

1/16/2025

Date Signed

## Application Submittal Checklist

*The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.*

- ☒ 1) Hawaii Compliance Express Certificate (If the Applicant is an Organization)
- ☒ 2) Declaration Statement
- ☒ 3) Verify that grant shall be used for a public purpose
- ☒ 4) Background and Summary
- ☒ 5) Service Summary and Outcomes
- ☒ 6) Budget
  - a) Budget request by source of funds ([Link](#))
  - b) Personnel salaries and wages ([Link](#))
  - c) Equipment and motor vehicles ([Link](#))
  - d) Capital project details ([Link](#))
  - e) Government contracts, grants, and grants in aid ([Link](#))
- ☒ 7) Experience and Capability
- ☒ 8) Personnel: Project Organization and Staffing

  
AUTHORIZED SIGNATURE

Barbara DeLucca, President  
PRINT NAME AND TITLE

1/16/2025  
DATE





STATE OF HAWAII  
STATE PROCUREMENT OFFICE

**CERTIFICATE OF VENDOR COMPLIANCE**

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

**Vendor Name:** **HISPANIC CHAMBER OF COMMERCE HAWAII**

**Issue Date:** **01/03/2025**

**Status:** **Compliant**

Hawaii Tax#:

New Hawaii Tax#: GE-1196975616-01

FEIN/SSN#: XX-XXX1650

UI#: No record

DCCA FILE#: 311495

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
8821	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

**Status Legend:**

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	A status determination has not yet been made
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

**DECLARATION STATEMENT OF  
APPLICANTS FOR GRANTS PURSUANT TO  
CHAPTER 42F, HAWAII REVISIED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
  - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
  - c) Agrees not to use state funds for entertainment or lobbying activities; and
  - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is incorporated under the laws of the State; and
  - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided; and
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
  - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
  - b) Has a governing board whose members have no material conflict of interest and serve without compensation.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

Pursuant to Section 42F-103, Hawaii Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

**Hispanic Chamber of Commerce Hawaii**

(Typed Name of Individual or Organization)

  
(Signature)

**Barbara De Lucca**

(Typed Name)

**1/16/2025**

(Date)

**President**

(Title)

## Application for Grants

*If any item is not applicable to the request, the applicant should enter "not applicable".*

### **I. Certification – Please attach immediately after cover page**

#### **1. Hawaii Compliance Express Certificate (If the Applicant is an Organization)**

If the applicant is an organization, the applicant shall submit one (1) copy of a Hawaii Compliance Express Certificate from the Comptroller of the Department of Accounting and General Services that is dated no earlier than December 1, 2024.

**RESPONSE:** The certificate is attached.

#### **2. Declaration Statement**

The applicant shall submit a declaration statement affirming its compliance with [Section 42F-103, Hawaii Revised Statutes](#).

**RESPONSE:** The declaration statement is attached.

#### **3. Public Purpose**

The applicant shall specify whether the grant will be used for a public purpose pursuant to [Section 42F-102, Hawaii Revised Statutes](#).

**RESPONSE:** The Hispanic Chamber of Commerce Hawaii is a 501(c)3 non-profit organization. The grant will be used for the public purpose to support Hispanic-owned businesses or the underserved Hispanic population in Hawaii.

## **II. Background and Summary**

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

1. A brief description of the applicant's background;

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH), established in 2019, is the only statewide organization dedicated to serving the Hispanic community in Hawai'i, which comprises 11% of the state's population and remains significantly underserved. As a volunteer-run 501(c)(3) nonprofit, HCCH empowers Hispanics through initiatives that promote economic, social, and cultural growth. These include education, mentorship, networking opportunities, and cultural events. With a proven track record of impactful programs, HCCH continues to strengthen Hawai'i's Hispanic business community while championing diversity, equity, and inclusion.

2. The goals and objectives related to the request;

**RESPONSE:** HCCH aims to address the economic and social disparities faced by Hawai'i's Hispanic community, which comprises 11% of the state's population and remains significantly underserved. This grant will support programs that will be implemented across all major islands—Kaua'i, Big Island, Maui, and O'ahu—to build a stronger statewide network and empower Hispanics. The specific goals and objectives include:

### **A. Empower Hispanic Entrepreneurs and Small Business Owners**

Provide targeted **training and mentorship programs** to support the growth and sustainability of Hispanic-owned businesses on all major islands. Foster **access to resources and opportunities**, including financial literacy tools and business development workshops tailored to Hawai'i's diverse island communities' unique needs.

### **B. Enhance Economic Equity**

Equip low- to moderate-income individuals across the state with **financial literacy skills** to help them achieve financial stability and independence. Increase access to business financing and educational resources to reduce systemic barriers, ensuring equity for Hispanics statewide.

### **C. Promote Cultural Awareness and Unity**

Organize **community and cultural events** across Kaua'i, Hawai'i Island, Maui, and O'ahu to celebrate Hispanic heritage, promote inclusion, and foster cross-cultural understanding within Hawai'i's diverse population. Use these events to strengthen connections between Hispanic communities on different islands,

unifying them under a shared network of support.

**D. Advance Diversity, Equity, and Inclusion**

Develop programs that uplift the Hispanic population while fostering collaboration with other underrepresented groups across all major islands. Advocate for policies and practices that support equity for minorities in business, education, and public services.

**E. Build a Statewide Network**

Strengthen the Hispanic business community through **networking opportunities** and partnerships that span Kaua'i, Hawai'i Island, Maui, and O'ahu.

Foster collaborations between local organizations, nonprofits, and government entities on each island, building a robust and unified Hispanic network statewide.

3. The public purpose and need to be served;

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH) serves a critical public purpose by addressing the unique challenges faced by Hawai'i's Hispanic community, which comprises 11% of the state's population but remains significantly underserved. This initiative will empower Hispanic individuals and businesses, promote economic equity, and foster a sense of inclusion and cultural pride.

**Public Purpose:**

Economic Growth: By providing business training, financial literacy programs, and mentorship, the initiative supports small business development and economic resilience, benefiting not only the Hispanic community but Hawai'i's economy as a whole.

Community Unity: Through cultural events and statewide networking opportunities, the program strengthens connections across the islands, uniting diverse communities under shared goals of inclusion and progress.

Diversity and Inclusion: Promoting equity and addressing systemic barriers for Hispanics in business, education, and public services contributes to Hawai'i's broader goals of fostering diversity and inclusivity.

**Public Need:**

Underserved Population: Hispanics in Hawai'i face economic, educational, and social disparities, with limited access to resources tailored to their needs.

Statewide Impact: By extending these programs to all major islands—Kaua'i, Hawai'i Island, Maui, and O'ahu—the initiative ensures that Hispanics statewide have access to tools and opportunities for empowerment and growth.

Cultural Awareness: Celebrating Hispanic heritage fosters mutual understanding and appreciation among Hawai'i's diverse communities, contributing to a stronger, more cohesive state.

This initiative addresses pressing social and economic needs while advancing the public good by empowering one of Hawai'i's fastest-growing, yet underrepresented, communities.

4. Describe the target population to be served

**RESPONSE:** The target population for this initiative includes Hispanics across all major islands in Hawai'i—Kaua'i, Hawai'i Island, Maui, and O'ahu. Hispanics represent 11% of the state's population and are one of the fastest-growing yet most underserved groups in Hawai'i. The program is designed to benefit individuals and businesses within this community, focusing on the following subgroups:

1. Hispanic Entrepreneurs and Small Business Owners

Individuals looking to start or grow their businesses who require mentorship, training, and access to resources.

Existing business owners seeking financial literacy education and tools to ensure sustainability and scalability.

2. Low- to Moderate-Income Hispanic Individuals

Hispanics facing systemic barriers to economic opportunity and financial stability. Individuals needing access to educational programs, including financial literacy, budgeting, and credit management.

3. Hispanic Communities Across Major Islands

Community members on Kaua'i, Hawai'i Island, Maui, and O'ahu, who will benefit from networking events, cultural celebrations, and increased statewide collaboration.

Individuals and families seeking opportunities for connection, empowerment, and support within the Hispanic community.

4. Young Professionals and Aspiring Entrepreneurs

Hispanic youth and young professionals interested in developing entrepreneurial and leadership skills through workshops and mentorship.

This initiative aims to empower these populations by providing opportunities for economic advancement, fostering community unity, and promoting cultural pride across the state of Hawai'i.

5. Describe the geographic coverage.

We will conduct events across the state of Hawaii, including all four major islands: Kaua'i, Hawai'i Island, Maui, and O'ahu. In addition, all events will be streamlined and recorded for accessibility of people statewide.



### **III. Service Summary and Outcomes**

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

1. Describe the scope of work, tasks and responsibilities;

#### **RESPONSE:**

**Scope 1: To host five networking events across all major islands (Kaua'i, Hawai'i Island, Maui, and O'ahu) to connect Hispanic business owners, entrepreneurs, and community leaders.**

These events will provide opportunities for business-to-business engagement, fostering collaboration, and strengthening the Hispanic business community statewide. These events include one on each island of Kaua'i, Hawai'i Island, Maui and two in Oahu.

#### **Tasks:**

Task 1a: Schedule all networking event dates and locations. Plan for one networking event on each of the four islands and two in Oahu (given its population).

Task 1b: Develop marketing materials and create a platform for marketing and registration for the events.

Task 1c: Develop participant evaluations to assess the success and impact of the networking events.

Task 1d: Market the networking events through social media, local media outlets, and community partners.

Task 1e: Coordinate event logistics, including venue arrangements, transportation, and catering, and host the events.

Task 1f: Prepare post-event reports summarizing participant evaluations and lessons learned.

Responsible Party: Executive Director and Event Coordinator.

**Scope 2: To organize two major festivals and events on O'ahu celebrating Hispanic heritage, promoting cultural awareness, and strengthening connections within the community.**

These festivals will include cultural performances, food vendors, business showcases, and educational workshops to foster unity and celebrate the contributions of the Hispanic community to Hawai'i. These will include Cinco de

Mayo Festival (In May) and during Hispanic Heritage Month (September 15-October 15).

Tasks:

Task 2a: Schedule festival dates and secure venues on O'ahu.

Task 2b: Develop marketing materials and a platform for participant registration, including booth space for businesses and vendors.

Task 2c: Organize vendor and participant evaluations to collect feedback on the success of the festivals.

Task 2d: Market the festivals through social media, Hispanic networks, and other community channels.

Task 2e: Coordinate event logistics, including securing performers, organizing cultural displays, arranging food vendors, and managing volunteers.

Task 2f: Prepare post-event reports summarizing participant evaluations, attendance data, and key outcomes.

Responsible Party: Executive Director, Festival Coordinator, and Volunteer Committee.

**Scope 3: To provide five business development workshops and seminars to increase the capacity of Hispanic business owners to manage and grow their businesses. Topics will include business planning, financing options, financial literacy, marketing strategies, and accessing local and federal resources. These events include one on each island of Kaua'i, Hawai'i Island, Maui and two in Oahu.**

Tasks:

Task 3a: Schedule workshop and seminar dates and locations, ensuring accessibility across all major islands.

Task 3b: Develop marketing materials and create a platform for registration and participant communication.

Task 3c: Organize participant evaluations to assess the effectiveness of the workshops and seminars.

Task 3d: Market the workshops and seminars through online platforms, newsletters, and community networks.

Task 3e: Coordinate logistics, including venue setup, speaker recruitment, and participant materials.

Task 3f: Prepare post-event reports summarizing participant feedback, attendance, and lessons learned.

Responsible Party: Executive Director and Program Coordinator.

2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;

**RESPONSE:**

July 2025

- Finalize planning and scheduling for all events, workshops, and programs statewide. Secure venues and partners for networking events on Kaua'i, Hawai'i Island, Maui, and O'ahu.
- Begin marketing campaigns for the first networking events and workshops.

August 2025

- Host the first networking event on O'ahu to connect local Hispanic entrepreneurs and businesses.
- Conduct the first training workshop on O'ahu, focusing on financial literacy and business planning.
- Distribute participant registration materials and collect feedback from participants.

September 2025

- Conduct the first major festival on O'ahu in celebration of Hispanic Heritage Month, featuring cultural performances, food vendors, and a showcase of Hispanic-owned businesses.
- Collect participant and vendor evaluations from the festival to prepare a post-event report.

October 2025

- Host the first networking event on Kaua'i to connect local Hispanic entrepreneurs and businesses.
- Provide business workshops on Kaua'i, focusing on accessing local and federal resources.

November 2025

- Host the first networking event on Maui to connect local Hispanic entrepreneurs and businesses.
- Provide business workshops on Maui, focusing on barriers to success resiliency and incorporating health and wellness into practice of employees

December 2025

- Begin planning logistics for Cinco de Mayo festivities, including securing performers, vendors, and community partners.
- Continue business development workshops statewide.

January 2026

February 2026

- Launch a targeted outreach campaign to engage underserved Hispanic communities across all islands.
- Finalize all planning and marketing for the second major festival on O'ahu (Cinco de Mayo).
- Host follow-up networking events on O'ahu to strengthen connections and build momentum for upcoming activities.
- Deliver advanced workshops on strategic planning and accounting on Oahu

March 2026

- Host follow-up networking events on Hawai'i Island
- Provide business workshops on Hawai'i Island, focusing on accessing local and federal resources.

April 2026

- Conduct final preparations for the Cinco de Mayo festival, ensuring robust community participation and vendor engagement.
- Market the festival aggressively through local media, social platforms, and community networks.

May 2026

- Host the second major festival on O'ahu to celebrate Cinco de Mayo, featuring live performances, food vendors, cultural exhibitions, and business showcases.
- Collect evaluations and prepare a comprehensive post-event report summarizing outcomes and lessons learned.

June 2026

- Conduct a statewide evaluation of program outcomes, including participant growth, business development, and community impact.
- Host a final program wrap-up meeting with stakeholders, participants, and partners to share results.
- Begin planning for the next year's programs, incorporating feedback and insights.
- Submit final grant reports, including financial summaries and participant feedback.

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH) is committed to ensuring the success and effectiveness of its programs through a robust quality assurance and evaluation framework. All evaluations will be conducted in partnership with the University of Hawai'i Economic Research Organization (UHERO), leveraging their expertise in program analysis and economic impact assessment. UHERO has successfully partnered with HCCH in past events and brings a strong track record of producing actionable insights, guided by board member Dr. Ruben Juarez, who is also a UHERO economist.



#### A. Monitoring Program Implementation

- Regular Progress Reviews: Conduct monthly team meetings to assess the status of planned events, workshops, and festivals across all islands.
- Participant Tracking: Maintain detailed records of program participants, including demographics, attendance, and feedback, to ensure equitable representation and reach.
- Partnership Feedback: Regularly communicate with community partners, sponsors, and vendors to identify challenges and opportunities for improvement.

#### B. Evaluation of Results

- Pre- and Post-Program Surveys: UHERO will design and administer surveys to participants before and after events to measure:
  - Improvements in financial literacy and business skills.
  - Satisfaction with workshops, networking events, and festivals.
  - Enhanced community engagement and cultural pride.
- Participant Evaluations: Collect real-time feedback during events to evaluate quality, accessibility, and relevance of activities.
- Vendor and Partner Feedback: UHERO will analyze feedback from vendors and collaborators, particularly for major festivals, to evaluate logistics and satisfaction.

#### C. Continuous Improvement

- Data Analysis by UHERO: UHERO will compile and analyze all feedback to provide a comprehensive evaluation of program performance. Their analysis will include:
  - Survey data from participants.
  - Trends and key areas for improvement based on evaluations.
- Adjustments Based on Findings: HCCH will use UHERO's insights to refine future programming, such as:
  - Updating workshop content based on participant needs.
  - Addressing logistical issues highlighted in evaluations.
- Annual Review with UHERO: Conduct a joint review with UHERO at the end of the grant period to summarize outcomes, measure impact, and develop strategies for future initiatives.

#### D. Key Performance Indicators (KPIs)

In collaboration with UHERO, HCCH will evaluate the following KPIs:

- Event Participation: Number of attendees at networking events, workshops, and festivals across all islands.
- Satisfaction Rates: Percentage of participants and partners reporting satisfaction with the quality and relevance of programming.
- Business Development Impact: Number of participants demonstrating improved financial literacy and business skills.
- Community Engagement: Attendance at major festivals and events, as well as levels of cultural and community engagement.

#### E. Responsible Parties

- HCCH Program Coordinator: Oversees event logistics and ensures alignment with program objectives.
- UHERO Evaluation Team: Designs evaluation tools, conducts analyses, and provides reports on program outcomes.
- HCCH Executive Director: Reviews evaluations, implements recommendations, and reports results to stakeholders.

By collaborating with UHERO, HCCH ensures that its programs are rigorously evaluated, data-driven, and continuously improved to serve Hawai'i's Hispanic community statewide effectively. This partnership underscores the Chamber's commitment to delivering high-quality, impactful initiatives.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

**RESPONSE:**

**A. Event Participation and Reach**

**Number of Events Hosted:**

- 5 networking events (one on each major island: Kaua'i, Hawai'i Island, Maui, and two in O'ahu).
- 5 training workshops (one on each major island: Kaua'i, Hawai'i Island, Maui, and two in O'ahu).
- 2 major festivals on O'ahu (Hispanic Heritage Month and Cinco de Mayo).
- Attendance Metrics: Total number of participants at networking events, workshops, and festivals, with breakdowns by island and demographic group.
- Geographic Coverage: Confirmation that all major islands were included in the program.

**B. Participant Outcomes**

- Financial Literacy Improvements: Percentage of workshop participants reporting an increase in financial knowledge, such as budgeting, credit management, and financing options.
- Business Development Impact: Number of participants demonstrating improvements in business skills, including creating business plans, accessing funding, and expanding operations.

**C. Community Engagement**

- Cultural Impact: Attendance at major festivals and participant feedback on the events' success in promoting Hispanic heritage and fostering cultural pride.
- Community Feedback: Evaluation scores from participants, vendors, and partners assessing the quality, accessibility, and relevance of events.

D. Partnerships and Network Growth

- Business Connections: Number of new partnerships or collaborations formed through networking events.
- Vendor Engagement: Total number of Hispanic-owned businesses and local vendors participating in festivals and events.
- Statewide Network Expansion: Growth in HCCH's statewide network of Hispanic businesses and entrepreneurs, measured by increased membership or participation rates.

E. Program Satisfaction

- Participant Satisfaction Rates: Percentage of participants reporting high satisfaction (4 or 5 out of 5) with the quality of events, workshops, and festivals.
- Vendor and Partner Satisfaction: Percentage of vendors and community partners rating their experience as positive (4 or 5 out of 5).

F. Reporting and Transparency

- Evaluation Reports: Submission of comprehensive post-event reports to the State agency, summarizing participation, outcomes, and lessons learned for each event.
- Annual Impact Summary: Delivery of a final report detailing overall program achievements, including key performance indicators (KPIs) and recommendations for future improvements.

**IV. Financial****Budget**

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
  - a. Budget request by source of funds - ATTACHED
  - b. Personnel salaries and wages - ATTACHED
  - c. Equipment and motor vehicles - ATTACHED
  - d. Capital project details - ATTACHED
  - e. Government contracts, grants, and grants in aid- ATTACHED
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2026.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$50,000	\$50,000	\$25,000	\$25,000	\$150,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2026.

**RESPONSE:** City and County of Honolulu GIA grant: \$100,000  
Private Philanthropy: \$50,000

4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.

**RESPONSE:** The Hispanic Chamber of Commerce Hawaii has never applied for or received any state or federal tax credits.

5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2026 for program funding.

**RESPONSE:**

- Hawaii Tourism Authority, 2024, \$10,000
- Hawaii Tourism Authority, 2025, \$10,000

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2024.

**RESPONSE:** \$12,520



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2025 to June 30, 2026

Applicant: Hispanic Chamber of Commerce Hawaii

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries	75,000			
2. Payroll Taxes & Assessments	10,000			
3. Fringe Benefits				
<b>TOTAL PERSONNEL COST</b>	<b>85,000</b>			
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island	3,000			
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	25,000			
5. Staff Training				
6. Supplies	37,000			
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
<b>TOTAL OTHER CURRENT EXPENSES</b>	<b>65,000</b>			
<b>C. EQUIPMENT PURCHASES</b>				
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>				
<b>TOTAL (A+B+C+D+E)</b>	<b>150,000</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	150,000	<div style="display: flex; justify-content: space-between;"> <div> <i>Barbara DeLuca</i>  Name (Please type or print) </div> <div> 808-683-8241  Phone </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> <i>[Signature]</i>  Signature of Authorized Official </div> <div> 1-16-2025  Date </div> </div> <div style="margin-top: 10px;"> <i>Barbara DeLuca, President</i>  Name and Title (Please type or print) </div>		
(b) Total Federal Funds Requested	0			
(c) Total County Funds Requested	0			
(d) Total Private/Other Funds Requested	0			
<b>TOTAL BUDGET</b>	<b>150,000</b>			

## BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2025 to June 30, 2026

Applicant: Hispanic Chamber of Commerce Hawaii

POSITION TITLE		FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Executive Director			\$90,000.00	50.00%	\$ 45,000.00
Executive Assistant			\$60,000.00	50.00%	\$ 30,000.00
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
					\$ -
TOTAL:					75,000.00
JUSTIFICATION/COMMENTS:					

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2025 to June 30, 2026

Applicant: Hispanic Chamber of Commerce Hawaii

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2025 to June 30, 2026

Applicant: Hispanic Chamber of Commerce Hawaii

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2023-2024	FY: 2024-2025	FY: 2025-2026	FY: 2025-2026	FY: 2026-2027	FY: 2027-2028
PLANS	N/A					
LAND ACQUISITION	N/A					
DESIGN	N/A					
CONSTRUCTION	N/A					
EQUIPMENT	N/A					
TOTAL:						
JUSTIFICATION/COMMENTS:						



# GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID

Applicant: Hispanic Chamber of Commerce Hawaii

Contracts Total: -

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S./State/Hawaii/ Honolulu/ Kauai/ Maui County)	CONTRACT VALUE
1	None				
2					
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## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH) is an experienced and respected organization with over five years of experience serving the Hispanic community in Hawai'i. HCCH is uniquely qualified to fulfill the goals outlined in this GIA request, leveraging its proven skills, abilities, knowledge, and extensive experience to serve small businesses, entrepreneurs, and the broader Hispanic population across the state.

#### **A. Skills, Knowledge, and Experience Providing Business-to-Business Engagement Activities**

HCCH regularly plans and hosts monthly networking events to connect Hispanic entrepreneurs and professionals, fostering collaboration, sharing of experiences, and business growth. These events have helped create a robust statewide network of Hispanic-owned businesses and entrepreneurs.

HCCH successfully organized the Cinco de Mayo Festival at Fisherman's Wharf, which drew over 3,000 participants and showcased local Hispanic businesses, cultural performances, and community engagement. Similarly, the Latin Business Expo at Aloha Tower attracted over 2,000 attendees, providing a platform for business promotion, networking, and engagement. These events demonstrate HCCH's ability to plan and execute impactful business-to-business engagement activities that promote economic growth and community building.

#### **B. Skills, Knowledge, and Experience Developing, Planning, and Hosting Trainings and Educational Seminars**

HCCH takes a collaborative approach to providing training, education, and business opportunities to small businesses and entrepreneurs, partnering with local organizations and experts to deliver high-quality workshops and seminars.

HCCH has conducted training workshops in areas such as financial literacy, business planning, marketing strategies, and grant writing. By bringing expert resources directly to the Hispanic community, HCCH ensures accessibility and effectiveness in addressing the unique challenges faced by Hispanic business owners. HCCH's partnerships with venue providers, community organizations, and subject matter experts enhance its ability to deliver targeted and impactful programming.

#### **C. Skills, Knowledge, and Experience in Event Planning, Logistics, and Fiscal Management**

HCCH has extensive experience in all aspects of event planning, from initial concept development to execution and evaluation.

HCCH manages venue coordination, scheduling, marketing, and logistics for large-scale events like the Cinco de Mayo Festival and Latin Business Expo, as well as smaller monthly networking events and training workshops.

HCCH ensures financial transparency and accountability by utilizing advanced accounting software to produce detailed program financial reports for its Board of Directors and stakeholders.

This comprehensive approach has enabled HCCH to successfully organize impactful events and ensure the efficient use of resources.

Verifiable Experience of Related Projects (Most Recent Three Years):

- ▬ Cinco de Mayo Festival at Fisherman's Wharf (2024): Drew over 3,000 participants, featuring Hispanic-owned businesses, cultural performances, and community activities.
- ▬ Latin Business Expo at Aloha Tower (2023): Attracted over 4,000 attendees, promoting business networking and engagement while supporting local entrepreneurs.
- ▬ Monthly Networking Events (2020–2024): Regularly hosted to connect Hispanic entrepreneurs across Hawai'i, fostering a collaborative and supportive business community.
- ▬ Training Workshops (2021–2024): Conducted across all major islands, focusing on financial literacy, business planning, and marketing strategies, serving hundreds of participants.

## **2. Facilities**

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.

**RESPONSE:** HCCH does not own or operate any facilities, and this request does not fund facilities.

## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

## **Board of Directors**

**Barbara Salazar De Lucca, President, Co-Founder**



Barbara De Lucca was named President of the Hispanic Chamber of Commerce Hawaii in 2020 after serving as the Vice President and Founding Member in 2019. Mrs. De Lucca is a native of Phoenix, AZ. She moved to the beautiful islands of Hawaii in 1999 and started her real estate career in 2006. Mrs. De Lucca is a Broker-In-Charge with Soldier to Soldier Hawaii Realty. It is her mission to give back to a nonprofit with each home sale. Her passion comes from being a mother of a child that had a traumatic brain injury at birth. She practices real estate with a purpose! With a dedication for giving back to the community, connecting people, and helping others grow their businesses, it was a natural progression for Mrs. De Lucca to lead the movement to organize

the Hispanic Chamber of Commerce Hawaii.



**Marysol Ruiz, Vice President & Co-Founder**

Marysol Ruiz is a first generation Mexican-American. Originally from Los Angeles, she moved to Oahu in 2005. Ms. Ruiz is an accomplished Mortgage Loan officer at Edge Home Finance and has been in the mortgage industry for over ten years. She graduated from the University of Southern California with a double major in Business Administration and French. She is fluent in Spanish and French. Marysol studied at La Sorbonne in Paris, France and was awarded the Top 10 business plan from the Lloyd Greif center of Entrepreneurial Studies at USC for her Crepe Café business. Marysol successfully operated Crepe Cafe'

Hawaii for nine years. She is passionate about educating families on home ownership, credit, and self-employment.



**Ruben Juarez, PhD, Treasurer & Co-Founder**

Dr. Ruben Juarez is the HMSA Distinguished Professor in Health Economics at the University of Hawaii Economic Research Organization (UHERO). He is also the CEO of Hawaii Integrated Analytics, a biotech company with the mission to show that healthcare doesn't always take place in a doctor's office. Dr. Juarez was granted the Ph.D. in Economics from Rice University and has been a Professor of Economics and UHERO member since 2008. His main research interests include network economics, behavior and health economics.

Dr. Juarez has publications in top Economics, Health and Policy journals. He has prestigious research awards and projects for a variety of institutions such as the National Institutes of Health, National Science Foundation, Air Force Office of Scientific Research, Hawaii Community Foundation, Hawaii Medical Service Association, Kamehameha Schools, and regularly advises community organizations and companies.



**Monica Nuñez, Secretary**

Mónica Núñez was born and raised in Los Angeles, California and has Mexican roots. Her parents are from Oaxaca, and Jalisco, México. Mrs. Nunez earned her A.A. in Liberal Arts and achieved her B.A. in Social Studies from Chaminade University of Honolulu. She has been in the Escrow and Title side of Real Estate on Oahu since 2012 and is currently an Escrow Officer at Old Republic Title & Escrow of Hawaii. Mrs. Nunez has a successful U.S. Navy career in which her assignment and role was Intelligence Specialist (Analyst). With three deployments to the Persian Gulf in support of wartime operations, conducting counter-terrorism missions throughout Southeast Asia and having served onboard four U.S. Naval Warships, Monica eventually chose to plant her feet on solid ground and move on

from her 14-year service career.



**Lisa Sanchez-Johnsen, PhD, MS**

Dr. Lisa Sanchez-Johnsen serves as HCCH Chief Equity, Diversity, Inclusion and Belonging Officer and Head of Health and Research. She is an academic leader in the areas of health equity and multicultural and Latinx health. Dr. Sanchez-Johnsen has 30 years of experience conducting research and clinical work with Latinxs, Blacks, and other ethnic minorities in the area of culturally competent health behavior assessments and interventions. She was born and raised in Honolulu, Hawaii and received her A.A. from Kapiolani Community College, B.A. in Psychology from the University of Hawaii-Manoa, and her Ph.D. and M.S. degrees in Clinical Psychology from Rosalind

Franklin University of Medicine and Science in North Chicago, Illinois.

Dr. Sánchez-Johnsen is a Licensed Clinical Psychologist (Hawaii, Illinois, and Wisconsin), a Board-Certified Telehealth Professional-Level II, and the owner of Multicultural Health and Wellness, PLLC, a clinical psychology and consulting practice where she will soon start to see patients via tele-health in Hawaii.



**Omar A. Vaquerano**

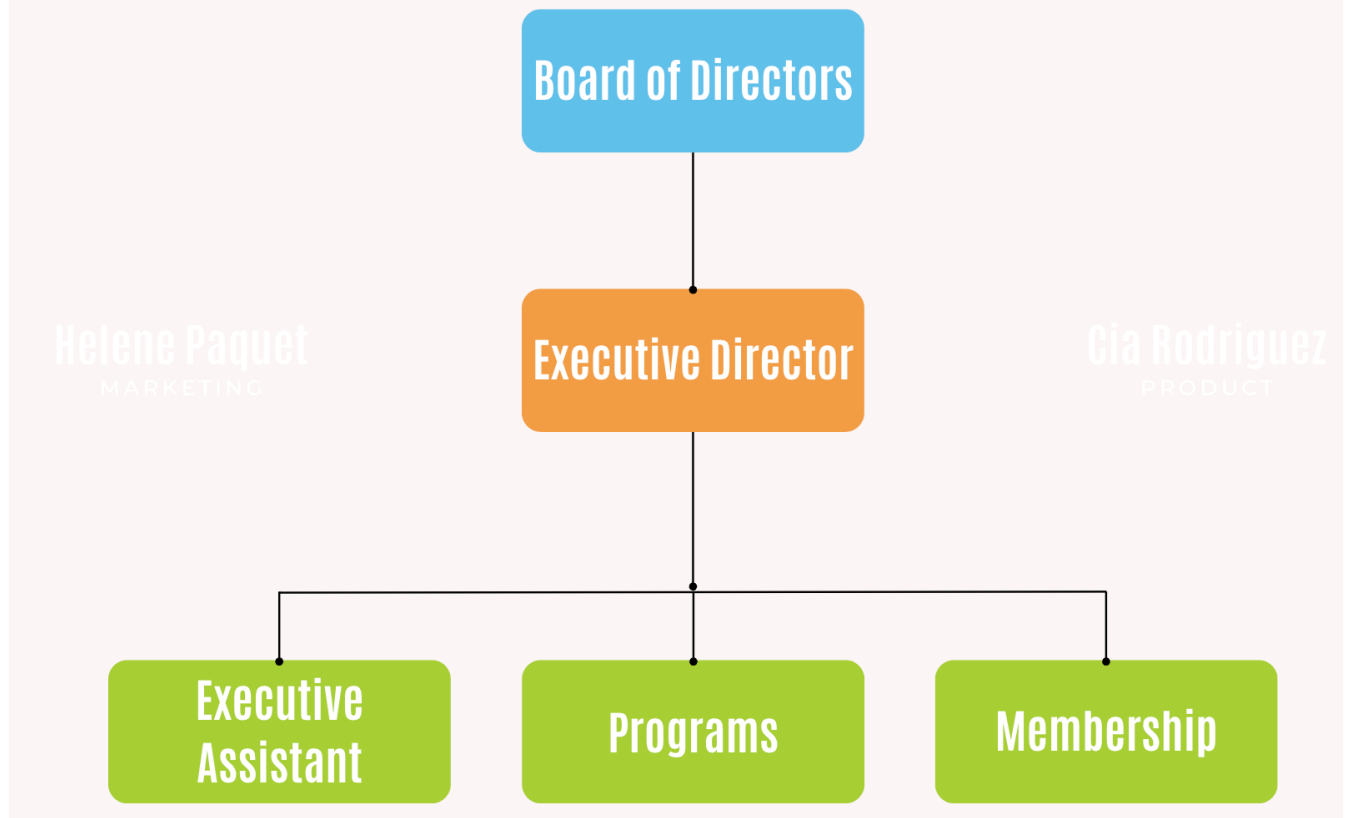
Omar Vaquerano, Founder and Managing Attorney at Valar Immigration, brings a wealth of expertise to our board. With over 5 years of experience in immigration law, he has tirelessly advocated for hundreds of individuals and families. His commitment to the immigrant community is deeply personal—having immigrated from El Salvador 12 years ago, he understands the challenges firsthand.

Omar holds a Master of Laws (LL.M.) from the USC Gould School of Law, a Juris Doctor (J.D.) from Emory University School of Law, and a Bachelor of Laws from Escuela Superior de Economía y Negocios. His dedication to empowering immigrants fuels his work, as he is committed to creating a more inclusive society and ensuring that everyone has access to justice.

In addition, the team will be supported by an executive director and an executive assistant.

**2. Organization Chart**

# HISPANIC CHAMBER OF COMMERCE HAWAII



### 3. Compensation

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

HCCH seeks to fill the following positions with anticipated salaries:

Executive Director: \$90,000

Executive Assistant: \$60,000



## **VII. Other**

### **1. Litigation**

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.

**RESPONSE:** HCCH has never been involved in litigation.

### **2. Licensure or Accreditation**

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH) possesses several qualifications and affiliations that enhance its capacity to deliver the services proposed in this grant application. These qualifications ensure effective and impactful implementation of programs, workshops, and events across Hawai'i.

1. Nonprofit Status: HCCH is a registered 501(c)(3) nonprofit organization, providing the legal framework and accountability required to deliver community-focused programs and manage grant funds with transparency.

2. Affiliation with the United States Hispanic Chamber of Commerce (USHCC): HCCH is an active member of the United States Hispanic Chamber of Commerce (USHCC), the only national organization with a Hispanic Business Enterprise (HBE) program. The USHCC represents:

- 4.7 million Hispanic-owned businesses across the United States.
- Over 260 local Hispanic chambers and business groups, including HCCH.
- More than 200 major corporations dedicated to advancing Hispanic businesses.
- This national affiliation enables HCCH to leverage extensive resources, expertise, and connections to support Hawai'i's Hispanic business community effectively.

3. Experienced Leadership and Governance: HCCH's Board of Directors includes professionals with expertise in business development, event planning, financial management, and community engagement. It also includes distinguished board members actively serving the community.

4. Proven Track Record of Event Management: HCCH's demonstrated ability to organize large-scale events, such as the Cinco de Mayo Festival and Latin Business Expo, reflects its logistical and operational excellence in planning, promoting, and executing events that draw thousands of attendees.

5. Strong Community Partnerships: HCCH has cultivated partnerships with local businesses, government agencies, and community organizations to secure venues, promote events, and deliver impactful programs. These partnerships enable HCCH to expand its reach and engage diverse stakeholders effectively.

6. Cultural Competence: As Hawai'i's only statewide organization serving the Hispanic community, HCCH has extensive knowledge of the cultural and economic challenges faced by its target population. This cultural competence ensures that all programs are designed to address the unique needs of Hispanic businesses and individuals in Hawai'i.

### 3. Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see [Article X, Section 1, of the State Constitution](#) for the relevance of this question.

**RESPONSE:** This grant will not be used to support or benefit sectarian or non-sectarian private educational institutions.

### 4. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2026 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2026, but
- (b) Not received by the applicant thereafter.

**RESPONSE:** The Hispanic Chamber of Commerce Hawai'i (HCCH) has a robust plan to ensure the sustainability of its programs and activities after Fiscal Year 2026, even if this grant funding is not received thereafter. The plan focuses on diversifying funding sources, leveraging the grant's impact to attract additional resources, and increasing membership and membership dues.

#### A. Securing Funding from Federal Agencies and Long-Term Business Sources

HCCH will actively pursue funding from federal programs and agencies, leveraging the growth and outcomes achieved through this GIA funding. Specifically:

- **Minority Business Development Agency (MBDA):** HCCH will apply for grants and programs that support the development and growth of minority-owned businesses.
- **Department of Commerce:** HCCH will seek funding opportunities designed to support small business initiatives and economic development.
- **Other Federal Agencies:** HCCH will explore funding opportunities from agencies such as the Small Business Administration (SBA) and Economic Development Administration (EDA) to sustain and expand its programs.
- **Private Sector Partnerships:** HCCH will enhance collaborations with major corporations and private foundations to secure sponsorships and donations for its events and programs.

This GIA investment in HCCH's programming will strengthen its ability to provide historical impact data and established programming reach, positioning the organization to successfully apply for these more complex funding sources.

### **B. Increasing Membership and Membership Dues**

HCCH will use the expanded activities and programming supported by this GIA to increase its value and benefit to small businesses and entrepreneurs, leading to:

- Increased Membership Roll: As HCCH expands its reach and enhances its reputation, more businesses will see the value of joining the organization, increasing overall membership.
- Enhanced Membership Dues: HCCH will reevaluate its membership tiers and benefits to reflect the added value of its expanded programs, creating additional revenue streams to support ongoing activities.

### **C. Sustained Revenue from Events and Programs**

The events and activities established during the GIA funding period will generate sustained revenue through sponsorships, vendor fees, and participant contributions, ensuring their continuity:

- Networking Events and Training Workshops: These programs will continue to generate revenue through participation fees and sponsorships.
- Major Festivals: The Hispanic Heritage Month and Cinco de Mayo festivals will be self-sustaining through vendor fees, sponsorships, and ticket sales where applicable.

### **D. Strategic Partnerships with the USHCC and Local Organizations**

As an active member of the United States Hispanic Chamber of Commerce (USHCC), HCCH will leverage national partnerships to secure additional resources and funding opportunities. Additionally, HCCH will strengthen collaborations with local organizations, government agencies, and private sector partners to sustain programming without relying solely on state funding.